

Message Text

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PAGE 01 RABAT 05305 301144Z
ACTION COME-00

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UNCLAS RABAT 5305

E.O. 11652: N/A
TAGS: BEXP, MO
SUBJECT: PAYMENT DUE TO MIDLAND-ROSS FROM SEFERIF

TO: MR. FRANK N. FITIPALDI
MIDLAND-ROSS CORPORATION
55 PUBLIC SQUARE
CLEVELAND, OHIO

1. MANY THANKS FOR THE COPY OF YOUR TELEX OF AUGUST 16 WHICH YOU SENT TO MR. BENSIAMAR OF SEFERIF REQUESTING PAYMENT FOR MONEY DUE MIDLAND-ROSS. MR. JOSEPH SALOOM HAS BEEN TRANSFERRED TO ANOTHER POST AND I HAVE NOW REPLACED HIM AS ECONOMIC/COMMERCIAL OFFICER AT THE AMERICAN EMBASSY, RABAT. IN RESPONSE TO YOUR TELEX, I MET WITH MR. ZAINI OF SEFERIF IN THE ABSENCE OF MR. BENSIAMAR WHO IS AWAY FROM RABAT. I EXPLAINED THAT MIDLAND-ROSS HAD SUBMITTED ALL SUPPORTING DOCUMENTS REQUIRED FOR PAYMENT BUT STILL HAD NOT RECEIVED PAYMENT. MR. ZAINI, WHO APPEARS TO BE GENUINELY INTERESTED IN PUTTING AN END TO THIS MATTER, SAID THAT THE EXCHANGE OFFICE NOW WANTED A BREAKDOWN OF THE AGREED-UPON FIGURE TO SHOW HOW MUCH REPRESENTED LABOR COSTS AND HOW MUCH MATERIAL. I TOLD MR. ZAINI THAT INASMUCH AS THE ORIGINAL AGREEMENT DID NOT REQUIRE THIS THAT IT SEEMED TO ME THAT MIDLAND HAD A RIGHT TO EXPECT PAYMENT WITHOUT THIS BREAKDOWN. I EXPRESSED
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HOPE THAT HE WOULD COME UP WITH THE MONEY AT WHICH TIME I WOULD REQUEST THAT YOU PROVIDE THIS INFORMATION VOLUNTARILY. THREE DAYS LATER, I SPOKE WITH MR. ZAINI AGAIN. HE SAID THAT THE OFFICIAL IN CHARGE OF THIS CASE AT THE EXCHANGE OFFICE IS ON HOLIDAY, BUT WILL BE BACK IN A WEEK; HE PROMISED A QUICK FOLLOW-UP.

2. MR. ZAINI IS AWARE, AND I THINK CONCERNED, THAT FOOT DRAGGING ON PAYMENTS SUCH AS DUE MIDLAND COULD DAMAGE MOROCCO'S REPUTATION WITH OTHER BUSINESSMEN AND MAKE OUR EFFORTS TO INCREASE THE AMERICAN BUSINESS PRESENCE HERE MORE DIFFICULT.

3. I WISH TO REASSURE YOU THAT WE WILL CONTINUE TO EXPEND OUR BEST EFFORTS TO RESOLVE THIS RAPIDLY. IF IN THE MEANTIME YOU WISH TO PROVIDE THE BREAKDOWN MENTIONED ABOVE, I WILL ADVISE MR. ZAINI THAT IT IS AVAILABLE WHEN A SPECIFIC ARRANGEMENT FOR PAYMENT IS MADE, SO AS NOT TO GIVE THE IMPRESSION THAT, FOR WHATEVER REASONS, THIS MATTER CAN BE FURTHER DRAGGED OUT BY REQUESTING ADDITIONAL INFORMATION NOT IN THE ORIGINAL AGREEMENT. JOHN S. HABIB, ECONOMIC/COMMERCIAL OFFICER, AMERICAN EMBASSY, RABAT, MOROCCO.MOFFAT

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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